

Message Text

UNCLASSIFIED

PAGE 01 ABU DH 00491 040953Z

53

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 AGR-10 CIAE-00 INR-07

NSAE-00 /034 W

----- 008091

R 040610Z MAR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2654

UNCLAS ABU DHABI 0491

E.O. 11652: N/A

TAGS: BEXP, TC

SUBJ: NEAR EAST LUMBER MARKETS

REF: (A) STATE 39568 (B) ABU DHABI 0490

1. EMBASSY SENT FOLLOWING COMMERCIAL CABLE ON MARCH 2 1975:

QUOTE: GEORGIA-PACIFIC CORP., PORTLAND, OREGON, USA,
TELEX NO 9104644702. MR. HUSSAM MALAS, MANAGING PARTNER,
ARAB BUILDING MATERIALS CO., P.O. BOX 56 ABU DHABI,
UNITED ARAB EMIRATES, INTERESTED IMPORTING DOUGLAS FIRM SAWED
TIMBER FROM YOUR FIRM. KINDLY QUOTE HIM YOUR BEST C AND F
ABU DHABI PRICES AND DELIVERY TIME EITHER BY TELEX NO 2313AH
OR BY AIRMAIL ON ABOVE POSTAL ADDRESS. MR MALAS IS
FAVORABLY KNOWN TO THIS EMBASSY AND HIS COMPANY OPERATES
A WELL-RUN TRADING ESTABLISHMENT THAT HAS BRANCHES IN DUBAI,
MUSCAT, OMAN, KUWAIT AND HEAD OFFICES IN AMMAN, JORDAN.
BEST REGARDS. END QUOTE.

2. OVER 18 MONTHS AGO, MR. MALAS OBTAINED THROUGH EMBASSY
NAMES AND ADDRESSES OF OVER 30 U.S. LUMBER SUPPLIERS AND
CONTACTED 28 OF THE. HE DID NOT RECEIVE EVEN ONE
ACKNOWLEDGEMENT. PRESENT INTEREST OF WEST COAST LUMBER
SUPPLIERS IN MIDDLE EAST MARKET GREETED WITH SLIGHT
TINGE OF CONTEMP BY MALAS (ONE OF FOUR LARGEST UAE
IMPORTERS). IF U.S. FIRMS WISH TO MARKET HERE THEY
WILL HAVE TO BE RESPONSIVE AND PROVE WILLINGNESS TO
SUPPLY OVER LONG TERM.

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STERNER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ABUDH00491
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750075-0233
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750386/aaaaczri.tel
Line Count: 61
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 39568, 75 ABU DHABI 0490
Review Action: RELEASED, APPROVED
Review Authority: CollinP0
Review Comment: n/a
Review Content Flags:
Review Date: 05 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 JUN 2003 by SilvaL0>; APPROVED <23 FEB 2004 by CollinP0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NEAR EAST LUMBER MARKETS
TAGS: BEXP, TC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006